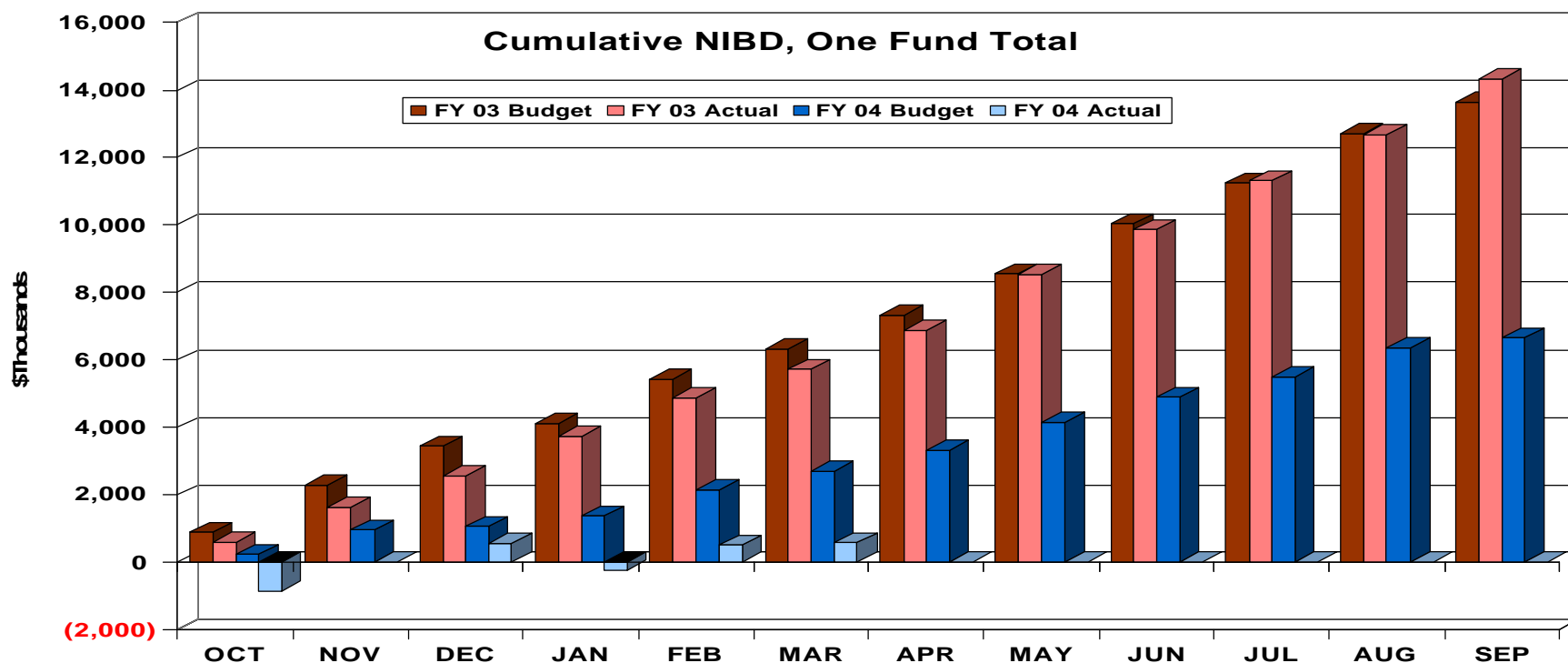


TOPIC: IMA-E NAF ONE FUND PROFITABILITY – DEC FY04 YTD, \$000's

STAFF PROPONENT: IMA-E, MWRD, FMG

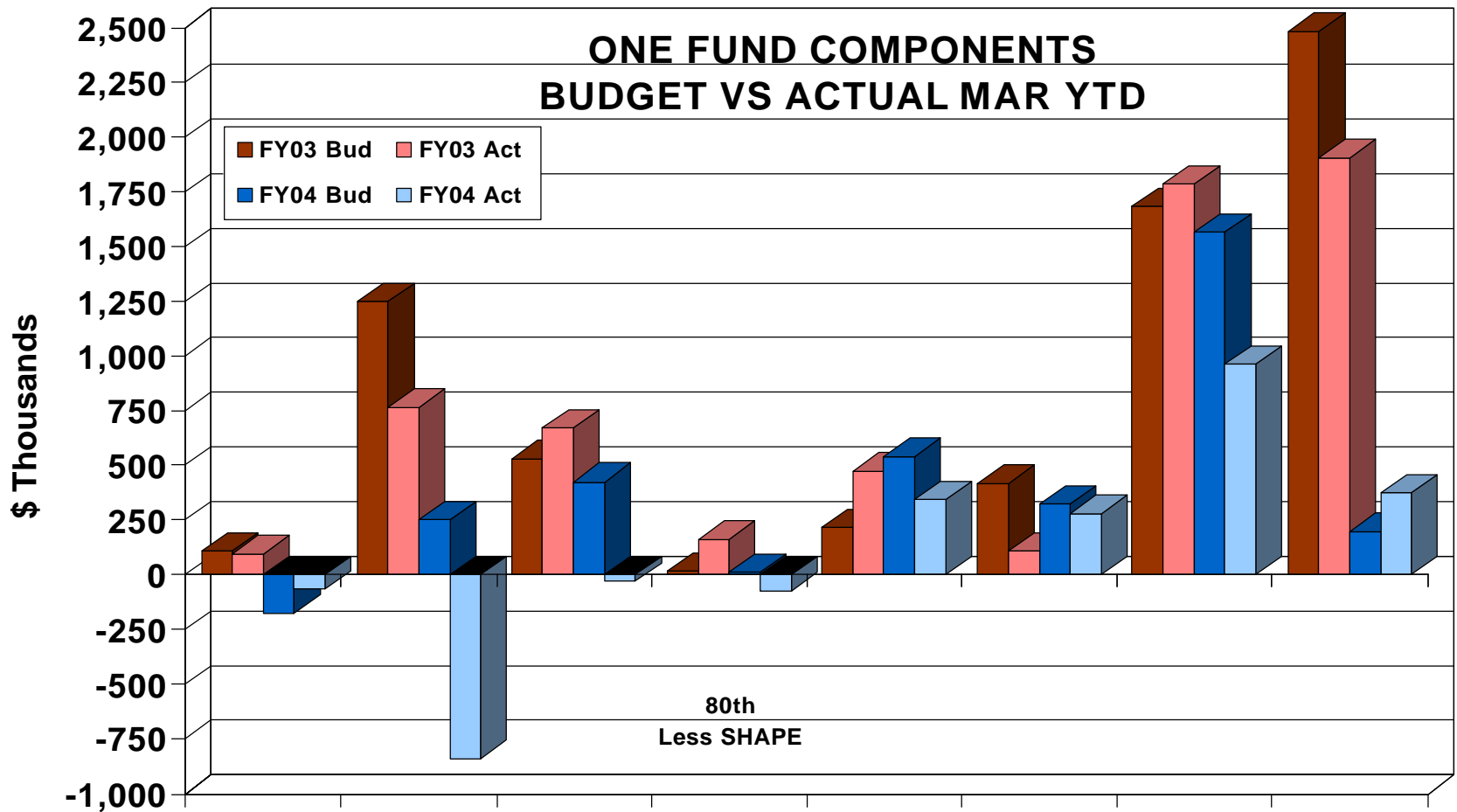
ASSESSMENT: RED



- Europe Region NIBD is \$588.1K vs. a budget of \$ 2,722.3K. Budget variance is negative 78.4% and rated red.
- 66.2% of the Region budget variance is in programs JE, KA, KG, KM, LE, & LV which are 1M under budgeted sales and 1M over budgeted other operational expenses.

CORRECTIVE ACTION:

Continue efforts to maximize use of authorized APF. Reductions in expenses have not matched reductions in revenue ... re-look and adjust operating hours to better meet customer demands. Analyze the high 'other operating expenses' and adjust accordingly.



	22d	104th	98th	80th	6th	100th	26th	HQ
FY03 Bud	109.6	1,250.1	528.0	15.8	215.2	416.0	1,681.1	2,481.2
FY03 Act	96.4	764.4	672.0	162.7	475.2	111.8	1,786.1	1,905.7
FY04 Bud	(173.3)	249.0	424.9	10.3	538.6	324.8	1,567.5	198.9
FY04 Act	(65.8)	(839.3)	(29.9)	(74.3)	346.0	278.5	964.6	375.7
FY03 Var	-12.1%	-38.8%	27.3%	930.5%	120.8%	-73.1%	6.2%	-23.2%
FY04 Var	62.0%	-437.1%	-107.0%	-819.8%	-35.8%	-14.3%	-38.5%	88.9%